

Message Text

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ACTION COME-00

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R 162207Z JUL 73

FM AMEMBASSY MEXICO

TO SECSTATE WASHDC 7015

UNCLAS MEXICO 5220

E.O. 11652: N/A

TAGS: BEXP, MX

SUBJ: OIM TARGET INDUSTRY RESEARCH ELECTRONICS: COMPONENTS.

REF: STATE A-4602, MAY 25, 1973

FOR COMMERCE

1. TWELVE RESEARCH FIRMS INVITED TO BID WITH ONLY FOUR REPLYING.

FOLLOWING IS SUMMARY:

A. C.R. QUICK AND ASSOCIATES: COST \$3,500.00, 40 PERSONAL
INTERVIEWS, 10 TELEPHONE, 2 INTERVIEWERS BOTH ELECTRICAL
ENGINEERS, TIME 13 WEEKS.

B. MENENDEZ KANO & ASSOCIATES: COST \$3,600, 68 PERSONAL
INTERVIEWS, 16 TELEPHONE, 3 QUALIFIED INTERVIEWERS, TIME 49
WORKING DAYS.

C. NORRIS & ALLITO, S.A. DE C.V.: COST \$4,000, 40 PERSONAL
INTERVIEWS, 3 QUALIFIED INTERVIEWERS INCLUDING 1 EXPERT
ON EDP, TIME 8 WEEKS.

D. C Y P, S.C.: COST \$5,600, 35 PERSONAL INTERVIEWS, TELEPHONE
AS NEEDED, 3 QUALIFIED INTERVIEWERS, TIME 13-15 WEEKS.

2. BIDDERS RANKED ON COST BASIS, BUT ALSO BELIEVE SAME RANKING
SHOULD FOLLOW FOR OTHER FEATURES OF BID. QUICK IS LOWEST PRICE
WITH TWO INTERVIEWERS EXPERIENCED IN FIELD OF ELECTRONICS.
ALSO OFFERS FAIR NUMBER OF INTERVIEWS.

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3. SECOND PLACE TO MENENDEZ KANO ON PRICE AND LARGE NUMBER OF INTERVIEWS, ALTHOUGH NORRIS AND ELLIOT RANKS WITH THEM DUE TO EXPERIENCE AND HAVING FORMERLY DONE ADEQUATE JOB FOR EMBASSY ON COMPUTER RESEARCH. MENENDEZ AGAIN OFFERS BID ON TECHNICAL GROUNDS DIFFICULT FOR EMBASSY TO EVALUATE.

4. C. Y P., S.C. COSTLY AND OFFERS LITTLE IN RELATION TO HIGH COST OF BID.

MCBRIDE

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